TABLE IV

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PHILIP MORRIS

| | Tar, mg/cigt. | | | | |
|--------------------------------|---------------|-----------|------|-----------|--|
| <u>Brand</u> | Advertised | PM Target | TITL | <u>PM</u> | |
| Alpine KFMSP ¹ | ` 1 5 | 16.0 | 16.9 | 15.4 | |
| B&H KFHP | No Ads | 14.5 | 15.4 | 14.6 | |
| B&H 100FHP | No' Ads | 16.0 | 16.6 | 15.7 | |
| B&H 100FMHP | No Ads | 16.0 | 16.6 | 16.2 | |
| B&H 100FSP | 16 | 16.0 | 16.6 | 16.0 | |
| B&H 100FMSP | 16 | 16.0 | 16.8 | 15.6 | |
| B&H Deluxe Ultra Lights 100FHP | | 6.0 | 5.0 | 5.2 | |
| B&H Deluxe Ultra Lights 100FMH | | 6.0 | 5.2 | 5.5 | |
| B&H Lights 100FSP | 10 | 10.5 | 10.7 | 10.2 | |
| B&H Lights 100FMSP | 10 | 10.5 | 10.7 | 10.3 | |
| B&H Multifilter KFSP | No Ads | 11.5 | 11.2 | 11.3 | |
| Cambridge Full Flavor KFSP | 16 | 16.0 | 17.1 | 15.4 | |
| Cambridge Full Flavor 100FSP | 16 | 16.0 | 17.2 | 15.7 | |
| Cambridge Lights KFSP | 12 | 12.0 | 12.3 | 11.2 | |
| Cambridge Lights KFMSP | 12 | 12.0 | 11.9 | 11.3 | |
| Cambridge Lights 100FSP | 12 | 12.0 | 12.0 | 11.2 | |
| Cambridge Lights 100FMSP | 12 | 12.0 | 11.9 | 11.1 | |
| Cambridge Ultra Lights 100FSP | 5 | 5.0 | 4.7 | 4.8 | |
| English Ovals KNFHP | No Ads | 26.0 | 23.8 | 21.6 | |
| Marlboro KFHP | No Ads | 16.0 | 17.0 | 16.0 | |
| Marlboro KFSP | 16 | 16.0 | 17.4 | 16.1 | |
| Marlboro KFMSP ¹ | 17 | 16.0 | 16.6 | 15.2 | |
| Marlboro 100FHP | 16 | 16.0 | 17.0 | 16.0 | |
| Marlboro 100FSP | 16 | 16.0 | 17.1 | 16.1 | |
| Marlboro 25's KFSP | 16 | 16.0 | 17.2 | 16.5 | |
| Marlboro Lights KFHP | 11 | 11.0 | 11.0 | 10.5 | |
| Marlboro Lights KFMHP | 10 | 10.0 | 10.2 | 9.6 | |
| Marlboro Lights KFSP | 10 | 11.0 | 11,2 | 10.6 | |
| Marlboro Lights KFMSP | 10 | 10.0 | 9.9 | 10.5 | |
| Marlboro Lights 100FHP | 10 | 11.0 | 10.8 | 10.7 | |
| Marlboro Lights 100FMHP | 10 | 10.0 | 10.2 | 9.4 | |
| Marlboro Lights 100FSP | 10 | 11.0 | 11.0 | 10.8 | |
| Marlboro Lights 100FMSP | No Ads | 10.0 | 10.9 | 9.9 | |
| Marlboro Lights 25's KFSP | 10 | 11.0 | 11.2 | 10.5 | |
| Marlboro Red 100FHP | No Ads | 16.0 | 16.4 | 16.0 | |
| Marlboro Red 100FSP | No Ads | 16.0 | 16.5 | NA | |
| Merit KFHP | 8 | 8.0 | 7.8 | 7.7 | |
| Merit KFSP | 8 | 8.0 | 7.6 | 7.6 | |
| Merit KFMSP | 8 | 8.0 | 7.7 | 7.6 | |
| Merit 100FSP | 10 | 10.0 | 10.0 | 9.9 | |
| Merit 100FMSP | 9 | 10.0 | 10.1 | 9.8 | |
| Merit Ultra Lights KFSP | 5 | 5.0 | 4.4 | 5.1 | |
| Merit Ultra Lights KFMSP | 5 | 5.0 | 4.5 | 5.1 | |
| Merit Ultra Lights 100FSP | 6 | 6.0 | 5.3 | 5.6 | |
| Merit Ultra Lights 100FMSP | 5 | 6.0 | 6.0 | 5.9 | |
| Parliament Lights KFHP | No Ads | 9.0 | 9.5 | 9.1 | |
| Parliament Lights KFSP | 9 | 9.0 | 9.1 | 9.2 | |
| Parliament Lights 100FSP | 12 | 11.5 | 12.0 | 11.8 | |
| PM Commander KNFSP | No Ads | 23.0 | 26.3 | 23.2 | |
| PM International 100FHP | No Ads | 16.0 | 16.8 | 16.4 | |
| PM International 100FMHP | No Ads | 16.0 | 16.9 | 16.6 | |

TABLE IV (cont.)

PHILIP MORRIS

Tar, mg/cigt.

| Brand | Advertised | PM Target | TITL | <u>PM</u> |
|-----------------------------|------------|-----------|------|-----------|
| Players RNFHP | No Ads | 22.0 | 25.2 | 23.0 |
| Players KFHP | No Ads | 12.0 | 11.7 | 11.1 |
| Players KFMHP | No Ads | 12.0 | 11.9 | 11.2 |
| Players 100FHP | No Ads | 14.0 | 13.9 | 13.4 |
| Players 100FMHP | No Ads | 14.0 | 14.0 | 13.2 |
| Players Lights 25's KFSP | 10 | 10.0 | 10.0 | 9.4 |
| Players Lights 25's KFMSP | 10 | 10.0 | 10.0 | 9.0 |
| Players Lights 25's 100FSP | 12 | 12.0 | 11.9 | 11.4 |
| Players Lights 25's 100FMSP | 12 | 12.0 | 11.4 | 10.9 |
| Saratoga 120FHP | No Ads | 14.5 | 14.7 | 14.4 |
| Saratoga 120FMHP | No Ads | 14.5 | 14.7 | 13.8 |
| Va Slims 100FSP | 14 | 14.5 | 15.3 | 14.1 |
| Va Slims 100FMSP | 14 | 14.5 | 15.1 | 13.9 |

8

14

14

Va Slims Lights 100FHP

Va Slims Lights 100FMHP

Va Slims Lights 120FHP

Va Slims Lights 120FMHP

9.0

9.0

14.0

14.0

8.8

8.5

14.5

14.7

8.7

8.7

13.8

13.5

¹Alpine KFMSP and Marlboro KFMSP cigarettes have been reengineered. TITL data may be high due to testing of a mixed sample.